

Kerrys Korner 4th of July issue

Independence Day commonly referred to as the Fourth of July is a national holiday. The day is marked by patriotic displays, fireworks, parades, barbecues, concerts and family celebrations. At our House among all these, we will be celebrating our granddaughter (which you all know rocks my world) Ella's 4th and golden Birthday!

On this fine day we remember the signing of the Declaration of Independence in 1776. What a Golden day that was in our history!

As you all know me, I take every opportunity to turn a Holiday into a Sales Idea, so here we go again!

Lets consider the golden of Ella's birthday and the Independence of the 4th of July as our chance to talk about; "Golden Independent Opportunities"

Golden defined as; especially good, first rate, superb. Independent defined as; able to function by one self or operate alone. Wow what a thought to achieve..."Golden Independence" in our daily and work lives!

I do not mean to become a "loner" and not work well with others, but rather a self starter with strong communication skills; able to work independently and also as team player; highly motivated!

We are given golden opportunities each and every day, and they do not all need to be managed by committee, or given approval of others, or better yet left undone because we were just not independently thinking of how to "get it done now" **NOW** being the operative word in this thought! As a good friend told me..."*Don't let Perfect get in the way of Good*"

This summer I ask all of my Friends and fellow Sales Colleagues to be looking for the personal "Golden Independent Opportunities" that are waiting to be seen and tackled! It is the self starter, who looks for something to be done, instead of waiting for it to be given to them as a "to do" or "task" Here's to being independent and proud of it!

Become a Strategic Thinker, it is a vital part of becoming independent.

Tips to Strategic Independent thinking

- 1) Have a vision; of what you would like to become or accomplish
- 2) Make time; never be to busy
- 3) Absorb; be aware, there are clues both internal and external to guide you in the right direction
- 4) Learn from Experience; over time, use experience to think better and become more efficient
- 5) Don't judge; have an open mind, there is time for judging and refining ideas later
- 6) Speculate a little; there are some risks worth taking and some tasks to jump on independently, have some fun!

To raise the bar in your life and your business requires seeking out "Golden Independent Opportunities" ever jumped in and started cooking, or making or building something without looking at the instructions? What's the worst thing that can happen? We go back to the beginning and ask for directions! (Kind of a guy thing!) and it doesn't hurt a bit☺

Here's to a safe and enjoyable 4th of July and summer. May the Independence we were given many years ago be the gift of our future!